

Message Text

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PAGE 01 BELGRA 02107 071148Z
ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 L-03 CAB-02 CIAE-00 COME-00
DODE-00 DOTE-00 INR-07 NSAE-00 FAA-00 TRSE-00
/033 W
-----072021Z 099905 /46
R 071050Z APR 77
FM AMEMBASSY BELGRADE
TO SECSTATE WASHDC 154

LIMITED OFFICIAL USE BELGRADE 2107

EO 11652 NA
TAGS: EAIR YO
SUBJ: CIVIL AVIATION: JAT PURCHASE OF BOEING 747SP

REF: BELGRADE 2022

SUMMARY: BOEING REPRESENTATIVE MET WITH CIVAIROFF APRIL 7 AND
PROVIDED SOME DETAILS ON THE JAT-BOEING DEAL. END SUMMARY.

1. JAT PURCHASE PRICE FOR 747SP (AIRCRAFT ONLY, WITHOUT SPARES)
WILL BE 38 MILLION DOLLARS, ABOUT 3 MILLION DOLLARS HIGHER THAN
THE MCDONNELL-DOUGLAS DC-10 BID.
2. THERE WILL BE A CLAUSE IN THE FINAL CONTRACT ALLOWING JAT
TO TRADE IN, OR OTHERWISE RETURN, THE FIRST 747SP AGAINST A
FULL-SIZE 747 IF JAT BELIEVES THE LARGER AIRCRAFT NECESSARY IN
THE NEXT FEW YEARS. FOR THIS REASON, AIRCRAFT WILL BE PRODUCED
IN PAN AM CONFIGURATION, TO MAKE EVENTUAL SALE OR TRADE EASIER.
3. THE FIRST 747SP WILL BE DELIVERED IN APRIL 1978, AND THE
SECOND AIRCRAFT (747SP OR LARGER MODEL) IN APRIL 1980.
4. FURTHER DELAY IN JAT DECISION MIGHT HAVE LOST SALE FOR
BOEING SINCE AIRCRAFT HELD FOR DELIVERY TO JAT IN APRIL 1978

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AND NOW ON LINE IN SEATTLE WAS COVETED BY BOTH PAN AMERICAN
AND KLM. BOTH NEED REPLACEMENTS FOR THEIR 747'S DESTROYED
IN THE TENERIFE COLLISION. AT THIS STAGE OF PRODUCTION AIRCRAFT
COULD STILL BE PRODUCED EITHER AS 747 OR 747SP.

5. FINAL CONTRACT NEGOTIATIONS WILL TAKE PLACE IN SEATTLE WEEK
OF APRIL 11.

YORK

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
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Copy: SINGLE
Sent Date: 07-Apr-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
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